

Defense Security Service

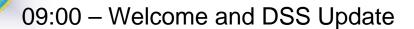
FOCI FSO Conference

December 1, 2010



Drew Winneberger Director, Industrial Policy & Programs





Drew Winneberger, Director, Industrial Policy & Programs

- 09:30 FOCI Operations Update

 Stephen Hanson, Chief, FOCI Operations Division
- 10:00 FOCI Oversight Update

 Justin Walsh, Industrial Operations FOCI Program Manager
- 10:30 Best Practices Discussion
- 11:30 Lunch
- 13:00 Targeting U.S. Technologies (CLASSIFIED SECRET/NOFORN)

 Stephen Nemeth, DSS Counterintelligence
- 14:00 FOCI Analytics Update

 Lynda Mallow, Chief, FOCI Analytic Division
- 14:30 Understanding FOCI Course Steve Hanson
- 15:00 DSS Panel Q&A



DSS Scope

DSS FY11 Budget: \$518.7M/1,030 personnel DSS FY10 Budget: \$495M/862 personnel

COUNTERINTELLIGENCE

- 201 known or suspected collectors identified within industry
- 7,002 CI Suspicious Contact Reports
- 660 Intelligence Information Reports



INDUSTRIAL SECURITY

13,333 active, cleared facilities in NISP

- Clear and inspect facilities
- 9,448 inspections
- 1,279 new facility clearances granted
- 14,355 accredited systems in industry
- 23 Federal Partners

EDUCATION & TRAINING

DoD Functional Manager for Security Training

- 379,779 course completions since FY99
- 2,587% increase in course completions since FY00
- Catalog of 68 courses serving DoD and Industry
- 44% increase in course catalog since FY08
- 17,668 course completions by sponsored foreign nations

PROGRAMS & POLICY

- 702 FOCI facilities
- 286 FOCI mitigation agreements
- Support to 65 Foreign Countries

January 2009 DEPSECDEF Guidance: Strengthen and refocus DSS on NISP and SETA Programs and ensure effective oversight/management of NISP

Oversee National Industrial Security Program (NISP)

- Reduce ratio of industrial security professionals to cleared facilities
- Enhance current Facilities of Interest List with additional CI and other risk factors
- Enhance current internal industrial security information management system
- Establish overseas presence
- Support DoD Cybersecurity initiatives

Deliver security education and training

- Establish the Security Professional Education Development Certification Program for the DoD Security Workforce
- Establish professional development and certification program for Industrial Security personnel
- Develop a post graduate level education program to develop security leaders
- Deliver training and other services to support DoD and Industry
- Stand up the Center for Development of Security Excellence
- Administer the DoD Personnel Security Adjudication Certification Program

Strengthen Counterintelligence in Industry

- Facilitate industry access to threat information
- Continue to integrate CI into Industrial Security Program
- Continue staff augmentation to tailor and expand Cl services to Cleared Defense Contractors
- Continue Cl and Law Enforcement Inter-agency community outreach

Provide Foreign Ownership, Control or Influence mitigation/international

- Refine processes of Foreign Ownership, Control or Influence (FOCI) analytic division to ensure proper reporting and develop trends in FOCI
- Develop financial analysis cell to assess FOCI by foreign investment entities
- Refine processes in FOCI Operations/International Branches
- Develop overseas presence policies and procedures

Provide information technology services

- Build next generation information systems
- Focus on managing data as an asset
 - Collect data once, use it many times
 - Enhance information sharing
- Leverage existing investments (e.g. ISFD or the new Infolink) as the foundation for future automation initiatives



DSS Successes FY10

- DSS CI referrals resulted in over 200 investigations or operations by federal law enforcement and intelligence agencies (increase of over 300 percent from FY09)
- Decreased FOCI case processing from 256 days to 120 days, decreased FOCI case backlog from 93 to 23
- Established tailored inspections for FOCI facilities and completed first corporate-wide review
- Created Facilities of Interest List which allows DSS to prioritize and tailor inspections
- Created Fusion Center to identify gaps in information and maximize collaboration across the agency
- Initiated beta test of SPeD program
- Sponsored DoD Security Manager's Conference (500+ security professionals)
- Transitioned legacy IT systems to Defense Manpower Data Center



DSS Priorities for FY11

- Provide support to the cleared DIB to ensure they are effective in detecting and mitigating threats
- Develop and implement coordinated Cybersecurity strategy
- Continued integration of Counterintelligence into all aspects of DSS operations
- Resolution of FOCI cases
- Facilitate and complete BRAC-mandated moves
- Implement DoD Security Professionalization Certification Program
- Establish Insider Threat Program
- Expand tailored inspection program to freight forwarders, AA&E facilities



Stephen Hanson Chief, FOCI Operations Division



FOCI Developments & Objectives

FY10 Developments

- e-FCL introduction, refinements
- New Electronic Communications Plan (ECP) Template
- ISOO Amendment to Directive 1 addressing NIDs
- New FOCI Annual Conference for FSOs
- Staff-assisted visits
- New FOCI training

• FY11 Objectives

- e-FCL available for DD 254s to expedite NIDs
- Preparation for DSS HQs BRAC move to Quantico
- New FOCI mitigation agreement templates



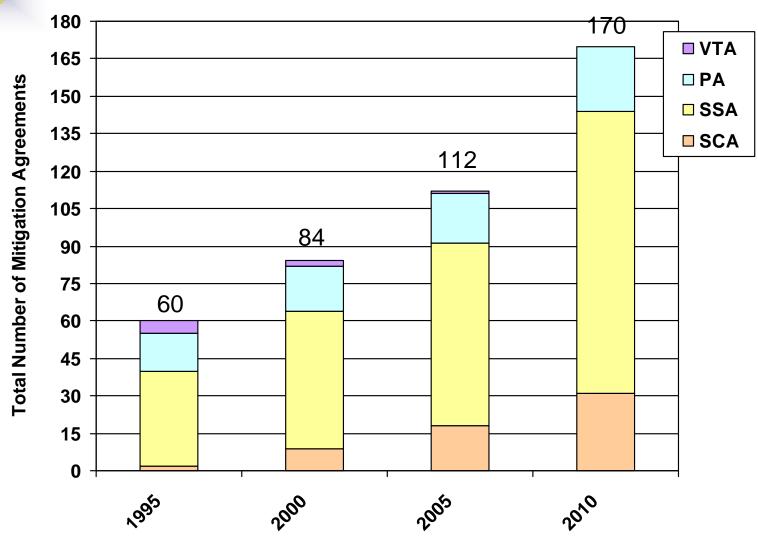
FOCI Statistics

- NISP: 9,000+ companies, 13,000+ facilities
- FOCI: 286 mitigation agreements, 702 facilities
 - 26 Proxy Agreements (9%), 94 facilities
 - 113 SSAs (40%), 318 facilities
 - 31 SCAs (11%), 51 facilities
 - 116 Board Resolutions (40%), 239 facilities
- 43 FOCI Cases Pending
 - 24 SSA, 13 SCA, 6 Proxy Agreements
 - Goal is to Complete Cases in 120 Days



FOCI Mitigation Over Time

Total Number of FOCI Mitigation Agreements, 1995 - 2010





FOCI approaches for different company structures

- Large Companies (40-100 cleared facilities)
- Large Companies with little cleared work
- Start-ups
- Greenfield Investments
- Joint Ventures (JV)
- Unpopulated Joint Ventures
- Bankruptcies
- Minority Foreign ownership



Top FOCI concerns

- Intentional control and influence over classified work resulting in unauthorized access
- Undue influence adversely affecting contract performance
- Restructuring without considering security requirements
- Foreign government control
- Unidentified indirect foreign ownership
- Foreign subsidiaries and affiliates under mitigation agreements
- Unreported material changes
- Government customer involvement



Top FOCI Questions from Industry

- Visit Requests and Contact Reports
- Annual Reports
- Shared Services
- Co-location
- National Interest Determinations
- Renewals
- Electronic Communications Plan (ECP)



Advance Approval of Visits

- Seven-day advance notice required except for 'unforeseen exigencies' any urgent situation
- SSA XI, 11.03 A written request for approval of a visit must be submitted to the FSO no less than seven (7) calendar days prior to the date of the proposed visit. If a written request cannot be accomplished because of an unforeseen exigency, the request may be communicated via telephone to the FSO and immediately confirmed in writing.
- Proxy Agreement XI, 11.01c A written request for approval of a visit must be submitted to the FSO not less than seven (7) calendar days prior to the date of the proposed visit. If any unforeseen exigency precludes compliance with this requirement, such request may be communicated via telephone or other electronic means to the FSO and promptly confirmed in writing...
- ODs/PHs can approve many at one time, as long as individual justifications are reviewed.

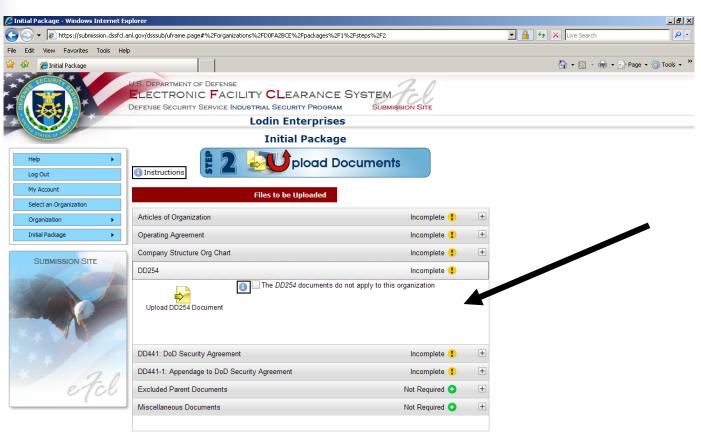


National Interest Determinations

- About 42 SSAs require National Interest Determinations (NIDs)
 - 564 proscribed contracts under SSAs require NIDs.
 - 134 NIDs approved.
 - 85 new contracts being performed which await NID approval.
- Government Contracting Activity (GCA) makes determination
 - Government customer assesses whether release of the proscribed information is consistent with U.S. national security interests.
- Timeline for approval in 32 CFR 2004.22 (c).
 - 30 days for GCA to approve NID; 60 days for GCA if additional coordination with originating agencies is required (ODNI for SCI, DOE for RD, etc.).
 - DSS shall intercede to request again if deadline passes.



New DD-254 Submission via e-FCL







FOCI Oversight

Justin Walsh FOCI Program Manager Industrial Security Field Operations

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Briefing Objectives

- FOCI Oversight Numbers
- Reasons for poor security ratings at FOCI Facilities
- ECP Timelines and Oversight
- Outside Director and Proxy Holder responsibilities
- What you should expect during a DSS Inspection.



FOCI Oversight Data

- Since 1 Oct 2008, DSS has conducted 20,067 security inspections
- 559 of which were FOCI signatories
- Non-FOCI signatories Compliance Breakdown:
 - 80.3% rated Satisfactory
 - 15% rated Commendable
 - 4% rated Superior
 - 0.7% rated Marginal or Unsatisfactory
- FOCI Signatory Compliance Breakdown:
 - 77% rated Satisfactory
 - 16% rated Commendable
 - 4% rated Superior
 - 3% rated Marginal or Unsatisfactory



Reasons for Poor Security Ratings

- Foreign Parent Management Control
- Unauthorized Co-location
- Shared services occurring without approval
- Inadequate ECP/TCP Implementation
- Inadequate monitoring of electronic communications
- Interlocking Directors that were not disclosed or approved
- No separation of IT network
- Disclosure of export controlled information to the foreign parent without export authorization



Reasons for Poor Security Ratings

- Failure to submit an Annual Compliance Report
- Failure to Monitor/Approve/Document Visits
- Total lack of implementing the SSA and Proxy
- Lack of Training with regards to TCPs, ECPs, Agreement
- Inadequate/failure to Report (transfer of export material, communications)
- Compensation committee consisting of just the Inside Director



FCL Invalidations of FOCI Companies

- Since 1 Oct 2008, DSS has invalidated 54 facility clearances (FCLs).
 - 14 of those invalidations were FOCI Signatories (26%)
 - Of the 9,000+ Companies in the NISP there are 261 FOCI signatories (less than 3% of the companies in the NISP)
 - Reasons for invalidations of FOCI companies:
 - » FOCI Changed Conditions where DSS and the company could not agree on acceptable mitigation. (36%)
 - » FOCI Compliance Issues (64 % see previous slides)



ECP Composition

What should an ECP look like?

Template dated March 2010

- Network
- System Description/Technical Overview/Network Diagram
- Identification and Authentication Policy & Procedures
- Access Control Policy
- Remote Access
- Security Awareness/Training
- Auditing
- Monitoring
- Incident response & handling
- Physical Environment & protection
- Maintenance
- Media Protection
- Identification/phone/email address of FSO, TCO, IT Personnel, Outside Director and their roles
- Employee Acknowledgement briefing
- Export Release Forms



ECP Composition

- Telephone
- Video Teleconferencing (VTC)/Teleconferencing (TC)
- Facsimile
- Cell Phones
- PDA
- All computer communication emails and server access

NOTE: VTC/TC logged in as Visits under VCP



Timelines on Implementation of ECP

- At what point will a company need to submit an ECP? Instructions were provided to industry on the DSS website June 28, 2010:
- Companies in FOCI mitigation process must be in compliance with the new ECP template within 45 days of Agreement execution.
- Effective September 1, 2010: Signatory companies already cleared under an applicable FOCI agreement are required to be in compliance by their next annual security inspection.
- Branch/Subsidiary/Division sites will need to have a site specific ECP within 45 days from the date the signatory facility's ECP was approved.



Timeline on Implementation of the ECP

- ECPs are approved by the Field Office Chief after:
 - Coordination and review between the ISR, ISSP and Region Senior Action Officer
 - On-Site Visit by an ISSP
 - Coordination with the Company to ensure that the ECP is an accurate depiction of their network and procedures
 - ECP approval must be in writing
 - Approved 45 days from the date of submission



What to Expect From The Field

- Inspections and Annual Meetings conducted on time every cycle. Inspection results and findings conveyed in a timely manner
- ECP Assistance
- Inspection teams consisting of the ISR, Sr. Action Officer specializing in FOCI, ISSP, and Field Counterintelligence Specialist.
- Continued Implementation of Corporate Wide Inspections
- Better communication across regions.
- Oversight Consistency



Lynda MallowChief, FOCI Analytic Division



Initial Mission: Created to ensure all available data is analyzed and applied when determining acceptable risk mitigation strategies for companies under FOCI

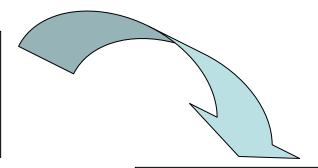
Reviewed SF328s for those reporting FOCI

Enhanced Mission: Ensure all available data is analyzed and applied to all NISP facilities to ensure all FOCI is identified and mitigated

Reviewing all SF328s regardless of response



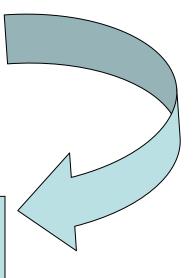
Company data into e-FCL
– coordination with the
Industrial Security
Representative (ISR)





Completed packages are sent to the Field Office Chief and the FAD

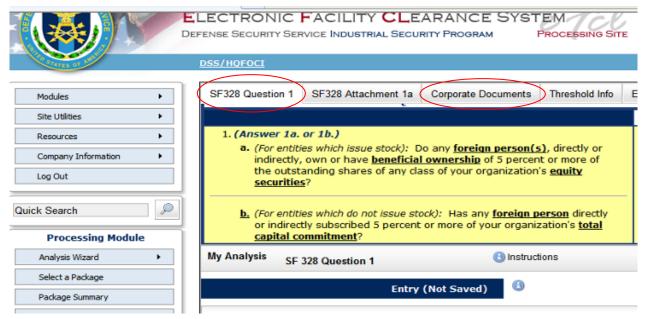
Review of all SF328s by FOCI Analytic Division



Identification and Analysis of FOCI

Review Completed Packages to Ensure Correct and Complete Responses

- Review various business databases: Hoovers, SEC, D&B, etc.
- Review various open sources: Justice, State, Company Website, etc.
- Review classified resources, to include DSS/CI holdings
- Tap into financial expertise of DSS' Assessments and Evaluation Division





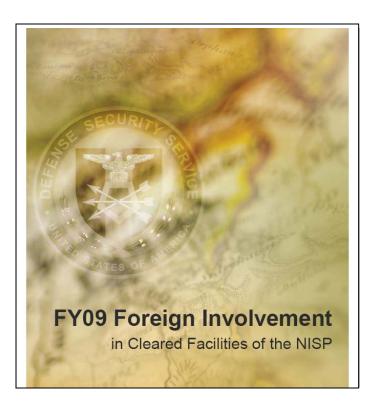
Created Repository For FOCI Data



Data Points

- •Cage/name
- •Complete mitigation information
- Identification and type of FOCI
- NAICS/technology





Based on FOCI database, FAD prepared a compilation of datapoints

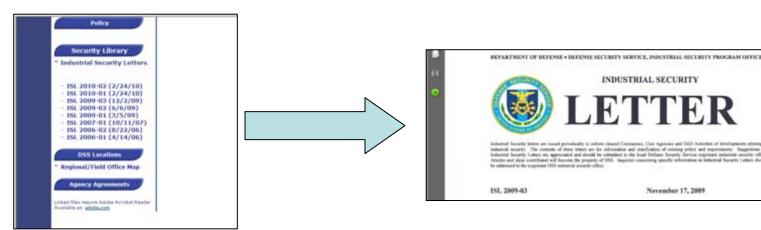
- Countries involved
- Number and types of mitigation
- Types of entities with involvement



"Any material change concerning the information previously reported by the contractor concerning foreign ownership, control or influence (FOCI). This report shall be made by the submission of a Certificate Pertaining to Foreign Interests." (Source: NISPOM 1-302)

Further clarified by an Industrial Security Letter (ISL) published November 17, 2009 which provides a matrix describing circumstances that businesses are required to report on the SF328.

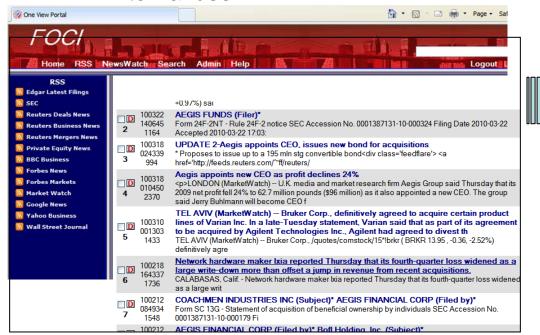
www.dss.mil contains a wealth of information, to include all ISLs





Monitoring NISP Facilities

- •Created a Portal which continually runs a search of the names of all NISP facilities against various RSS feeds from business news sites
- •FAD Analysts review portal news for their assigned field offices on a daily basis
- •Significant material changes are reported in NISP in the NEWS for internal use







NISP IN THE NEWS

assessment of current open source information that may impact current status of clear facilities in the NISP

Compiled by the FOCI Analytic Division for the week of: November 1, 2010



QUESTIONS?

Lynda Mallow, Chief, DSS FOCI Analytic Division Lynda.Mallow@dss.mil 703-325-5797



Stephen Hanson Chief, FOCI Operations Division



- Course developed by the DSS Center for Development of Security Excellent (CDSE) to enable the student to more fully understand what foreign ownership, control or influence (FOCI) is and to understand the procedures and steps involved in determining whether a company is under FOCI.
- Web-based and accessed through the DSS ENROL system.
- Approximately 3 hours in length and includes learning exercises and final exam.
 - Certificate produced after successful completion of the course.
- When is it available?
 - Currently in BETA testing.
 - Implementation expected 2nd Quarter FY11.
 - Notification email will be sent to FOCI FSOs when course is available.
 Email will include ENROL access information.
 - Notification will also be made on the dss.mil website.







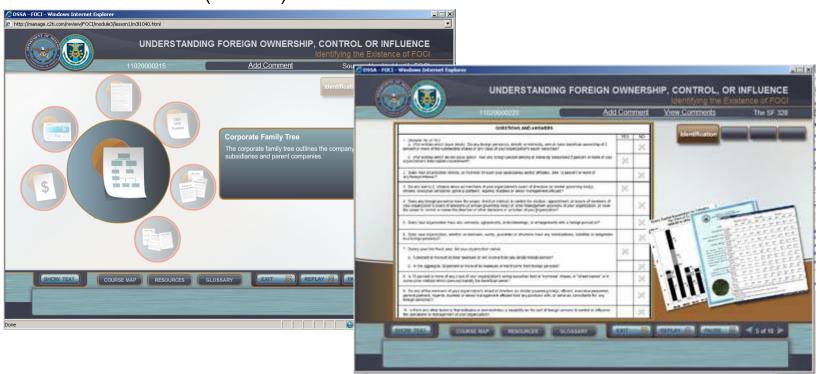
- Introduction Module
 - Software/Hardware requirements
 - Student guides
 - Navigation help



- Module 1 What is FOCI?
 - Objectives
 - Define the meaning of FOCI and explain what is means for a company to be considered under FOCI.
 - Identify the roles and responsibilities of government and contractor personnel involved in the FOCI process
 - Identify the phases of the FOCI process



- Module 2 Identifying the Existence of FOCI
 - Objectives:
 - Identify and explain the seven FOCI factors
 - Define the sources and documents used to identify FOCI.
 - Explain how to complete the Certificate Pertaining to Foreign Interests (SF-328)



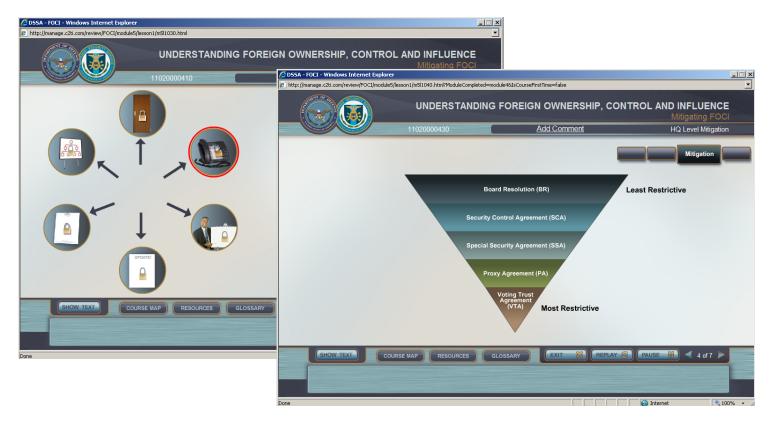


- Module 3 Adjudicating FOCI
 - Objectives:
 - Describe the SF-328 adjudication process
 - Describe the FOCI adjudication issues activities that occur at the DSS local, regional and headquarter levels.



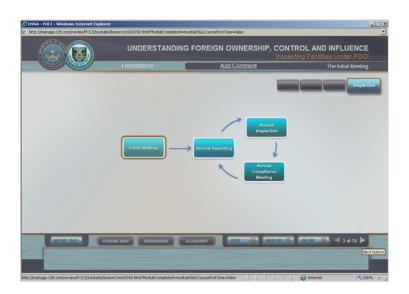


- Module 4 Mitigating FOCI
 - Objectives:
 - Identify the FOCI mitigation agreements and instruments.
 - Explain the purpose of the National Interest Determination (NID).
 - Explain the purpose of the Limited Facility Clearance.





- Module 5 Inspecting Facilities Under FOCI
 - Objectives:
 - Describe the requirements associated with the initial meeting.
 - Describe the purpose of the annual compliance certification.
 - Identify the annual implementation and reporting requirements for companies under different FOCI agreements.
 - Explain the purpose of the annual inspection.
 - Describe the purpose of the annual compliance meeting.







- Module 6 The Committee on Foreign Investment in the United States (CFIUS)
 - Objectives:
 - Describe the main components of the CFIUS.
 - Define the CFIUS review actions and activities.





